



# PALLETLINE'S POSITIVELY WEIGHTY DECISION



Palletline's continued drive for health and safety has been given another lift with the installation of Nexus FLT weighing technology at its new Coventry hub.

The solution from Positive Weighing Solutions aligns to Palletline's strategy of accurately measuring and recording weights to avoid unnecessary risks, as reflected by the company's decision to

reduce tailgate lift weights to 750kg, the only pallet network to voluntarily introduce a limit.

The NEXUS fork lift truck scale attaches to most types of lift truck carriages and requires no modification to the lift truck. This is because the NEXUS does not connect to the lift truck's hydraulic system.

Lifting, weighing, counting, accumulating and transporting are accomplished as a single efficient operation which streamlines work-flow by eliminating the time-consuming task of taking shipments to remote platform scales.

# POSITIVE WEIGHING SOLUTIONS

"Safety is a central component to the decision making when adding anything to the operation," said Harpreet Sohal, Operational Finance Analyst at Palletline.

"As a part of this, pallets over 400kg are no longer loaded on the top deck when leaving the hub. Previously, FLT drivers used their personal experience to make that decision, so to improve that process, we wanted to add scales that would precisely measure the pallet weight (in real time), so that we make better decisions, every time.

"Scales were added to the FLT's in Birmingham approximately two years ago and they have significantly helped the operation. So, when we decided to bring the Coventry hub online, we wanted to mirror that safety element at the new hub.

"We went out to tender and reviewed three different products. Positive Weighing were a part of this process. As technology is for ever moving forward, we wanted to ensure that we were using the best scales in the market place now. To help with this, we trialed the units in the real operation at our Birmingham hub, and compared the performance of the scales.

Palletline measured the performance over several key elements in terms of accuracy, speed of measurement, durability and visibility.

"In total we asked our drivers who tested the new equipment 10 key questions and to score them one to five, with one being low. Once we collated all of the questionnaires, we found the Nexus Scales had scored 97 per cent in total and came out as top or joint top on eight of the 10 questions asked.

"After the trial period was completed, we felt assured that this was the right product for us, and that it would be a good fit to start at our new Coventry hub."

Harpreet added: "Positive Weighing worked closely with us throughout the entire period, from the MD to the engineers fitting the equipment on site. They supported the extended trial that we wanted to run to ensure their product was the right fit for us and it proved so. In addition to providing the new scales, Positive Weighing now look after the ongoing maintenance of the scales, not only at Coventry but at the main Birmingham hub as well.

Due to the adaptability of Positive Weighing, who are able to tailor their products to match our specific needs, we look forward to continuing the relationship further on new projects in the future.



Positive Weighing Solutions Managing Director Lucy Bennett-Poole, added:

"We are delighted to bring Palletline into our customer portfolio and look forward to working with them. It goes without saying that dealing with so many clients in a highly competitive marketplace highlights our commitment to individual

customers need for confidentiality and this is something we take very seriously.

"Palletline approached us regarding our 'NEXUS' fork lift truck scale after seeing a post on a business media site. Following a few meetings, we went head to head with their existing supplier and another alternative supplier. The trial period went on for a month and our 'NEXUS' came out on top in all aspects of the tests - accuracy, speed, durability, user friendliness and safety features of the display and also pricing. So, the order for the new fleet was placed with us and we are also slowly replacing existing equipment as it breaks down at their Hubs throughout the UK".



Lucy added: "At Positive Weighing Solutions we pride ourselves on our face-to-face, traditional style. You will never have to try numerous times to get through to one of our team.

We will never substitute our team for an automated telephone system. You will never have to search around for the right number or get passed from department to department. You can be confident that when you call us you will speak to one of our friendly reliable team members and you won't be kept waiting".